

## APENDIX 1: CONSOLIDATED INCOME STATEMENT

	1Q12 €M	1Q11 €M	Variation €M	%
<b>Revenue</b>	<b>714.3</b>	<b>657.5</b>	<b>56.8</b>	<b>9</b>
Other income	20.2	17.8	2.4	14
Materials consumed and other operating expenses	(306.7)	(301.7)	(5.0)	2
Personnel expenses	(357.0)	(294.6)	(62.5)	21
Results on non-current assets	(0.0)	(0.1)	0.1	NA
<b>Gross operating profit (EBITDA) recurrent</b>	<b>70.8</b>	<b>78.9</b>	<b>(8.2)</b>	<b>(10)</b>
Depreciations	(11.0)	(10.0)	(1.0)	10
<b>Net operating profit (EBIT) recurrent</b>	<b>59.7</b>	<b>68.9</b>	<b>(9.2)</b>	<b>(13)</b>
<b>EBIT margin (recurrent)</b>	<b>8.4%</b>	<b>10.5%</b>	<b>(2.1) pp</b>	<b>--</b>
Extraordinary costs	(9.9)	0.0	NA	NA
<b>Net operating profit (EBIT)</b>	<b>49.8</b>	<b>68.9</b>	<b>(19.1)</b>	<b>(28)</b>
<b>EBIT margin</b>	<b>7.0%</b>	<b>10.5%</b>	<b>(3.5) pp</b>	<b>--</b>
Financial result	(10.6)	(4.3)	(6.3)	145
Share of profits / (losses) of associates and other investees	0.1	(0.0)	0.1	NA
<b>Earnings before tax</b>	<b>39.3</b>	<b>64.6</b>	<b>(25.3)</b>	<b>(39)</b>
Income tax expenses	(8.2)	(14.5)	6.3	(43)
<b>Profit for the period</b>	<b>31.1</b>	<b>50.1</b>	<b>(19.0)</b>	<b>(38)</b>
Attributable to minority interests	0.9	(0.4)	1.3	NA
<b>Net Profit attributable to the parent company (reported)</b>	<b>32.0</b>	<b>49.7</b>	<b>(17.7)</b>	<b>(36)</b>
Net Profit attributable to the parent company (recurrent)	39.8	49.7	(9.9)	(20)

Figures not audited.

## APENDIX 2: INCOME STATEMENTS BY SEGMENTS

### 1. Solutions

	1Q12 €M	1Q11 €M	Variation €M	%
<b>Net sales</b>	<b>461.4</b>	<b>458.1</b>	<b>3.3</b>	<b>1</b>
Contribution margin	81.7	84.7	(3.0)	(4)
<b>Contribution margin / Net revenues</b>	<b>17.7%</b>	<b>18.5%</b>	<b>(0.8) pp</b>	
Results from associates	0.1	(0.0)	0.1	--
<b>Segment result</b>	<b>81.8</b>	<b>84.7</b>	<b>(2.9)</b>	<b>(3)</b>

### 2. Services

	1Q12 €M	1Q11 €M	Variation €M	%
<b>Net sales</b>	<b>252.9</b>	<b>199.4</b>	<b>53.5</b>	<b>27</b>
Contribution margin	29.1	31.0	(1.9)	(6)
<b>Contribution margin / Net revenues</b>	<b>11.5%</b>	<b>15.5%</b>	<b>(4.0) pp</b>	
Results from associates	0.0	0.0	0.0	--
<b>Segment result</b>	<b>29.1</b>	<b>31.0</b>	<b>(1.9)</b>	<b>(6)</b>

### 3. Consolidated Total

	1Q12 €M	1Q11 €M	Variation €M	%
<b>Revenue</b>	<b>714.3</b>	<b>657.5</b>	<b>56.8</b>	<b>9</b>
Consolidated contribution margin	110.8	115.7	(4.8)	(4)
<b>Contribution margin / Revenues</b>	<b>15.5%</b>	<b>17.6%</b>	<b>(2.1) pp</b>	
Other non-distributable corporate expenses	(51.1)	(46.8)	(4.3)	9
<b>Net operating profit (EBIT) recurrent</b>	<b>59.7</b>	<b>68.9</b>	<b>(9.2)</b>	<b>(13)</b>
Extraordinary costs	(9.9)	0.0	(9.9)	-
<b>Net operating profit (EBIT)</b>	<b>49.8</b>	<b>68.9</b>	<b>(19.1)</b>	<b>(28)</b>

Figures not audited.